

RENTGROW

Resident Screening Technology

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Discussion Points

- Technology - General Comments
- Technology - Resident Screening

Technology - General Comments

- Technology Investments vs. Other Investments
 - ROI Analysis
 - Determine Practical Methodology
 - Traditional Factors
 - Increase Revenue, Decrease Costs, Competitive Necessity
 - Other Considerations (more difficult to quantify)
 - Improve Service Level, Better Decision Making, Increased Productivity

Technology - General Comments

- “If you don’t have people that care, computers (and technology) are useless.” – Gene Glick
- Technology evolves – Today’s competitive advantage is tomorrow’s competitive necessity.

Technology - Resident Screening

- Information Access
- Resident Screening Systems
- Management Reporting

Information Access

- Two types of information and data
 - **Transaction Data**
 - Used during a business process (usually revenue generating) - e.g. credit report
 - **Analytical Data (Management Reporting)**
 - After the fact - e.g. monthly transaction analysis
 - Business Intelligence - Evaluate progress towards goals and objectives.

Transaction Data

- Credit Information
 - Fraud Checks
- Criminal Records
 - Statewide database searches
 - County-level database searches
- Address Data
- Terrorist Data
 - OFAC (Office of Foreign Asset Control)

Transaction Data

- Challenges
- Business Process - Redefine to include new sources of information
- Training - Ensure staff understand how to utilize new sources of information
- Goal - Seamless and automated

Resident Screening Systems

- Web Based
- Credit Scoring
- System Integration

Resident Screening Systems

- Web Based

Easy to:

- Train
- Use
- Access
- Maintain

Resident Screening Systems

- Credit Scoring
 - Streamline resident screening process
 - Fair Housing compliance
 - Incorporate best practices
 - Validation

RegistrySCOREX Report

Benson Vardos

Invoice No: 1554151

RegistrySCOREX Results

- Property defined decision
- Applicant information
- RegistrySCOREX Score



06/27/2002 FIRST AMERICAN REGISTRY, Inc. 17:28:16
REGISTRY SCOREX (TM)

Account No...: 47730 Bureau...: EQF & FAR
Member Name...: Summer Terrace Apartments Invoice No: 15541518
Applicant...: BENSON VARDOS SSN...: 123-45-6789
Current Add...: 123 EASY STREET BETHESDA MD 20810
Previous Add...:

*** APPLICANT RENT AND INCOME SUMMARY ***

Reported Income:	\$3,000	Expected Rent :	\$900
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** RESULTS **

Results are based solely upon pre-selected criteria established by the member and any questions concerning the criteria should be directed to the member.

Approved - does presently qualify
208

The specific element(s) which most negatively impact the applicant(s) score are as follows:

TOTALSCREEN^{2.0} BY RENTGROW

Welcome,
RentGrow Inc Dev Test Node C/S

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APPLICANT SUMMARY

SERVICES FOR THIS APPLICANT

- ▶ State Criminal Records Searches
- ▶ FaxBack Criminal Records
- ▶ OFAC Name Search
- ▶ Reevaluation Request
- ▶ SureDeposit Bond Form
- ▶ Applicant Summary
- ▶ Edit Applicant
- ▶ Generate Letters

Applicant Information

FIRST NAME	LAST NAME	SSN	DOB
Fred	Dryer	321-12-8711	02/01/1980
DATE ENTERED	INPUT BY	POLICY	
10/21/200312:39	Michael Lapsley	P1800	

TotalScreen Recommendation

RECOMMENDATION



A=ACCEPT with NORMAL security deposit

FaxBack Criminal Search Results

Search Complete - No Records Found

Eviction Search Results

Search Complete - No Records Found

[▶ VIEW SCREENING DETAIL](#)[▶ PRINT SCREENING DETAIL](#)

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Resident Screening Systems

- System Integration
 - Property Management Systems
 - Other 3rd Party Services

Yardi Systems, Inc. - Prospect Approve/Cancel - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Media Print View Source

Address http://localhost/voyager50/menus/menu.asp?hGroup=0&sMenuSet=sitemgr Go Links

Home Quick Menu Filter Sign Out

Menu

- Reports
- Charges
- Receivables
- Payables
- Residential
- Setup

Prospect Guest Card

First Name MI ☐

Last Name

Address

City State Zip

Tel# Office-Home

Cell# - Fax#

E-mail

Notes

Status

Property

Unit

Unit Type

Leasing Steps

- [Guest Card](#)
- [Preferences](#)
- [Occupants](#)
- [Select Unit](#)
- [Rental Options](#)
- [Concessions](#)
- [Application Form](#)
- [Application Charges](#)
- [Application Status](#)

Application Status

Action	Date	Agent
<input type="button" value="Ledger"/>	<input type="button" value="Assign Unit"/>	<input type="button" value="Credit Check"/>
<input type="button" value="Approve"/>	<input type="button" value="Deny"/>	<input type="button" value="Cancel"/>

Done

Local intranet

Start Inb... Ass... Yar... Con... Tec... FW... Yar... Doc... 2:53 PM

Management Reporting

- By-product of transaction process
- Centralized Databases
 - Uses:
 - Auditing Capabilities
 - Model Validation
 - Sales and Marketing Effectiveness
 - Customer/Prospect Demographic and Survey Data

Questions

www.rentgrow.com

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